

## Message Text

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21

ACTION COME-00

INFO OCT-01 NEA-09 ISO-00 EB-05 DRC-01 RSC-01 /017 W

----- 101582

R 210730Z MAY 74

FM AMEMBASSY JIDDA

TO USDOC WASHDC

INFO SECSTATE WASHDC 7185

AMEMBASSY BEIRUT

UNCLAS JIDDA 2809

E.O. 11652: N/A

TAGS: BEXP, SA

SUBJ: GLOBAL MARKET RESEARCH: AVIONICS AND AVIATION

SUPPORT EQUIPMENT

REF STATE 73827

FOR OIM/MRD

1. REQUEST INFO ON STATUS OF AWARD OF SUBJECT RESEARCH CONTRACT FOR SAUDI ARABIA. IN SPITE OF NON-EXISTENCE OF MARKET RESEARCH FIRMS HERE, EMBASSY HAS DISCUSSED PROJECT WITH ECONOMICS AND BUSINESS PROFESSOR (EGYPTIAN NATIONAL) DR. WAGIH SHINDY AT JIDDA UNIVERSITY, WHO BECAME ACTIVELY INTERESTED AND PROPOSED FORMING GROUP TO DO STUDY FOR SAUDI ARABIA.

2. SHINDY HAS SUBMITTED PROPOSAL WHICH MAY BE ACCEPTABLE IF BEIRUT HAS NOT MANAGED TO OBTAIN CONTRACT FOR SAUDI ARABIA STUDY. DUE TO EXTREME DIFFICULTY IN OBTAINING DETAILED AND CURRENT STATISTICAL DATA, SHINDY ESTIMATES THAT TO DELIVER ALL DETAILS REQUIRED BY SPECIFICATIONS WOULD COST SOME \$12,000. HE HAS THEREFORE OFFERED TO DO STUDY BASED ON AS MUCH DATA AS IS REASONABLY AVAILABLE, AT \$4,200.

3. REALIZE THAT DEADLINE FOR SUBMISSION OF BIDS HAS PASSED. HOWEVER IF AT ALL FEASIBLE RECOMMEND THAT SHINDY'S BID BE PROCESSED, BOTH FOR PURPOSE OF SUBJECT STUDY AND FOR SAKE OF EXPLORING SUITABILITY USING HIM FOR FUTURE STUDIES.

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FEEL THAT DEADLINE OF AUGUST 2 FOR TRANSMITTAL OF FINAL

REPORT COULD STILL BE MET. EMBASSY IS FAVORABLY IMPRESSED WITH SHINDY'S QUALIFICATIONS AND ABILITY. AIRPOUCHING COPY OF SHINDY'S PROPOSAL TO COMMERCE. WILL CABLE SUMMARY OF PROPOSAL IF DESIRED.

4. PLEASE ADVISE ASAP.

AKINS

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Decaption Date:** 01 JAN 1960  
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**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
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**Reference:** STATE 73827  
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**Review Authority:** martinjw  
**Review Comment:** n/a  
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**Review Date:** 28 OCT 2002  
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**Review Transfer Date:**  
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**TAGS:** BEXP, SA  
**To:** COM  
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